

SALEM SALES AVG PER WEEK						
Store Name	1ST QTR (\$4/\$3)	% OF FP	2ND QTR(\$4/\$3)	% OF FP	3RD QTR(\$1.50/ \$2W/MATCH)	% OF FP
Back Mtn Tobacco	26.6	11.10%	71.3	11.10%	66.8	10.30%
Bimey Beverage	31	11.50%	24.2	8.70%	23.5	8.20%
Cherry Discount	50.9	13.40%	53.8	14.20%	52.5	14.30%
Drive IN Food	37.8	12.80%	35.4	11.30%	29.8	9.70%
Dundee Beverage	38.6	20.20%	45.1	19.40%	31.3	16.90%
Laubach	55.4	7.50%	70.3	7.50%	53	5.80%
Pikes Creek Beverage	46.8	9.90%	37.5	8.50%	46	8.60%
Smoke Signals	44.5	12.90%	53.2	13.20%	45.2	12.30%
West End Beverage	52.5	17.40%	52.6	16.90%	44.8	13.30%
West Side Beverage	54.4	11.40%	70.2	13.70%	58	11.10%
TOTAL SALEM CTNS.	438.5		513.6		450.9	
TOTAL KOOL CTNS.	357.5		377.1		319.7	
TOTAL NEWPORT CTNS	553.7		568.8		597.2	
The above spread sheet is a cross section of 162208 and the trend of Salem business over the last nine months						
With the philosophy of sell less and profit more and to stabilize Salem until possible re-launch Salem is more than holding it's own!						